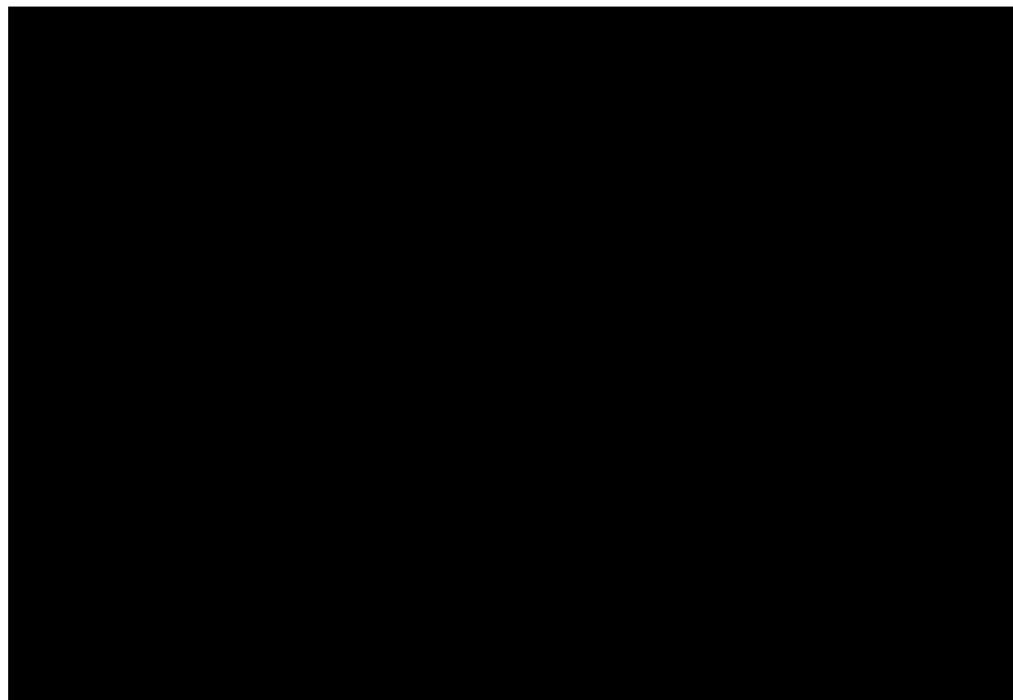


**WORCESTER APPRAISAL COMPANY**

**APPRAISAL OF**



**LOCATED AT:**



**FOR:**

Lowell Cooperative Bank  
18 Hurd Street  
Lowell, MA 01852

**BORROWER:**

[REDACTED] Kate A Corbett

**AS OF:**

October 7, 2011

**BY:**

George R Kuria  
Certified Residential Appraiser

WORCESTER APPRAISAL COMPANY

File No. 34 Auburndale Road

Nationwide Property & Appraisal Services  
Nationwide Property & Appraisal Services  
Lowell Cooperative Bank  
18 Hurd Street  
Lowell, MA 01852

File Number: 34 Auburndale Road

In accordance with your request, I have appraised the real property at:

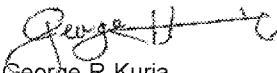
34 Auburndale Road  
Marblehead, MA 01945

The purpose of this appraisal is to develop an opinion of the market value of the subject property, as improved.  
The property rights appraised are the fee simple interest in the site and improvements.

In my opinion, the market value of the property as of October 7, 2011 is:

\$544,000  
Five Hundred Forty-Four Thousand Dollars

The attached report contains the description, analysis and supportive data for the conclusions,  
final opinion of value, descriptive photographs, limiting conditions and appropriate certifications.

  
George R Kuria  
Certified Residential Appraiser

## APPRAISAL REPORT

## Uniform Residential Appraisal Report

File No. 34 Auburndale Road

The purpose of this summary appraisal report is to provide the lender/client with an accurate, and adequately supported, opinion of the market value of the subject property.

Property Address 34 Auburndale Road			City Marblehead	State MA Zip Code 01945	
Borrower Jonathan & Kate A Corbett			Owner of Public Record Jonathan & Kate A Corbett		
Legal Description Book: 29918 Page 298 Middlesex Registry Of Deeds.					
Assessor's Parcel # M: 0041 B: 0014 L: 00			Tax Year 2011	R.E. Taxes \$ 4,506.00	
Neighborhood Name None			Map Reference MSA: 37764	Census Tract 2031	
Occupant <input checked="" type="checkbox"/> Owner <input type="checkbox"/> Tenant <input type="checkbox"/> Vacant			Special Assessments \$ 0	<input type="checkbox"/> PUD	HOA \$ 0 <input type="checkbox"/> per year <input type="checkbox"/> per month
Property Rights Appraised <input checked="" type="checkbox"/> Fee Simple <input type="checkbox"/> Leasehold <input type="checkbox"/> Other (describe)					
Assignment Type <input type="checkbox"/> Purchase Transaction <input checked="" type="checkbox"/> Refinance Transaction <input type="checkbox"/> Other (describe)					
Lender/Client Lowell Cooperative Bank			Address 18 Hurd Street, Lowell, MA 01852		
Is the subject property currently offered for sale or has it been offered for sale in the twelve months prior to the effective date of this appraisal? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No					
Report data source(s) used, offering price(s), and date(s). The subject has Not been listed for sales for the last 12 Months according to our research through MLS.					

I <input type="checkbox"/> did <input checked="" type="checkbox"/> did not analyze the contract for sale for the subject purchase transaction. Explain the results of the analysis of the contract for sale or why the analysis was not performed.					
Contract Price \$			Date of Contract	Is the property seller the owner of public record? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Data Source(s)	
Is there any financial assistance (loan charges, sale concessions, gift or downpayment assistance, etc.) to be paid by any party on behalf of the borrower? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No					
If Yes, report the total dollar amount and describe the items to be paid.					

Note: Race and the racial composition of the neighborhood are not appraisal factors.							
Neighborhood Characteristics			One-Unit Housing Trends		One-Unit Housing	Present Land Use %	
Location <input type="checkbox"/> Urban <input checked="" type="checkbox"/> Suburban <input type="checkbox"/> Rural	Property Values <input type="checkbox"/> Increasing <input checked="" type="checkbox"/> Stable <input type="checkbox"/> Declining	Demand/Supply <input type="checkbox"/> Shortage <input checked="" type="checkbox"/> In Balance <input type="checkbox"/> Over Supply	PRICE (\$000)	AGE (yrs)	One-Unit 2-4 Unit	80 % 5 %	
Built-Up <input type="checkbox"/> Over 75% <input checked="" type="checkbox"/> 25-75% <input type="checkbox"/> Under 25%	Marketing Time <input type="checkbox"/> Under 3 mths <input checked="" type="checkbox"/> 3-6 mths <input type="checkbox"/> Over 6 mths	220 Low New	220 Low New	Multi-Family	3 %		
Growth <input type="checkbox"/> Rapid <input checked="" type="checkbox"/> Stable <input type="checkbox"/> Slow		890 High 100	890 High 100	Commercial	10 %		
Neighborhood Boundaries The subject is Bounded by Hamphey Street to the North and to the West, Route 129 to the East and Hobbs Play Ground to the South.		480 Pred. 30	480 Pred. 30	Other	2 %		

Neighborhood Description The subject is located is a good residential area mostly single units, nearby Marblehead Beach, Golf Club, schools and other social services were all with the subject but not visible. No external obsolescence were noted which would impact the subject marketability or opinion of value.

Market Conditions (including support for the above conclusions) Based on MLS research, the typical marketing time for similar, reasonable priced properties is 1-3 months when listed within 3-5% of the market value. Sales concessions are common in the general market area to facilitate sales. Sales are mostly Conventional and FHA financing and property values currently appear to be stable.

Dimensions 59"X55"X80"X81" Approx	Area 5000 sf	Shape Rectangular	View N;Res;Res				
Specific Zoning Classification SR	Zoning Description 7000 SQF 65ft Minimal Frontage.						
Zoning Compliance <input type="checkbox"/> Legal <input checked="" type="checkbox"/> Legal Nonconforming (Grandfathered Use) <input type="checkbox"/> No Zoning <input type="checkbox"/> Illegal (describe)							
Is the highest and best use of the subject property as improved (or as proposed per plans and specifications) the present use? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No If No, describe. _____							
Utilities	Public	Other (describe)	Public	Other (describe)	Off-site Improvements—Type	Public	Private
Electricity	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Water	<input checked="" type="checkbox"/>	Street Paved Street	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Gas	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Sanitary Sewer	<input checked="" type="checkbox"/>	Alley None	<input type="checkbox"/>	<input type="checkbox"/>
FEMA Special Flood Hazard Area	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	FEMA Flood Zone C	FEMA Map # 2500910003B	FEMA Map Date 07/03/1985			
Are the utilities and off-site improvements typical for the market area? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No If No, describe. _____							
Are there any adverse site conditions or external factors (easements, encroachments, environmental conditions, land uses, etc.)? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If Yes, describe. _____							

GENERAL DESCRIPTION		FOUNDATION		EXTERIOR DESCRIPTION		materials/condition	INTERIOR		materials/condition
Units <input checked="" type="checkbox"/> One <input type="checkbox"/> One with Accessory Unit		<input type="checkbox"/> Concrete Slab <input type="checkbox"/> Crawl Space	<input type="checkbox"/> Full Basement <input checked="" type="checkbox"/> Partial Basement	Foundation Walls	Concrete/Good	Floors	Hwd/Crpt/Gd		
# of Stories 2		<input type="checkbox"/> Partial Basement	<input type="checkbox"/> Full Basement	Exterior Walls	Vinyl/Bricks/Gd	Walls	Drywall/paint/Gd		
Type <input checked="" type="checkbox"/> Det. <input type="checkbox"/> Att. <input type="checkbox"/> S-Det./End Unit		Basement Area 896 sq. ft.		Roof Surface Asphalt/Good		Trim/Finish	Wood/Paint/Gd		
<input checked="" type="checkbox"/> Existing <input type="checkbox"/> Proposed <input type="checkbox"/> Under Const.		Basement Finish 95 %		Gutters & Downspouts Alm/Good		Bath Floor	Tile/Good		
Design (Style) Colonial		<input checked="" type="checkbox"/> Outside Entry/Exit <input type="checkbox"/> Sump Pump		Window Type DH Vinyl/Good		Bath Wainscot	Fiber glass/Gd		
Year Built 1949		Evidence of <input type="checkbox"/> Infestation		Storm Sash/Insulated Thermo/Yes/Gd		Car Storage	<input type="checkbox"/> None		
Effective Age (Yrs) 10		<input type="checkbox"/> Dampness <input type="checkbox"/> Settlement		Screens Thermo/Yes/Gd		<input checked="" type="checkbox"/> Driveway	# of Cars 4		
Attic	<input type="checkbox"/> None	Heating <input type="checkbox"/> FWA <input checked="" type="checkbox"/> HWBB <input type="checkbox"/> Radiant		Amenities	<input type="checkbox"/> WoodStove(s) #0	Driveway Surface Paved			
<input checked="" type="checkbox"/> Drop Stair	<input type="checkbox"/> Stairs	<input type="checkbox"/> Other	Fuel Oil	<input checked="" type="checkbox"/> Fireplace(s) # 1	<input checked="" type="checkbox"/> Fence	<input checked="" type="checkbox"/> Garage	# of Cars 2		
<input type="checkbox"/> Floor	<input type="checkbox"/> Scuttle	Cooling	<input type="checkbox"/> Central Air Conditioning	<input checked="" type="checkbox"/> Patio/Deck Deck	<input checked="" type="checkbox"/> Porch OFP	<input type="checkbox"/> Carport	# of Cars 0		
<input type="checkbox"/> Finished	<input type="checkbox"/> Heated	<input type="checkbox"/> Individual	<input type="checkbox"/> Other	<input type="checkbox"/> Pool	None <input type="checkbox"/> Other None	<input checked="" type="checkbox"/> Att.	<input type="checkbox"/> Det. <input type="checkbox"/> Built-in		
Appliances <input checked="" type="checkbox"/> Refrigerator <input checked="" type="checkbox"/> Range/Oven <input checked="" type="checkbox"/> Dishwasher <input checked="" type="checkbox"/> Disposal <input checked="" type="checkbox"/> Microwave <input checked="" type="checkbox"/> Washer/Dryer <input type="checkbox"/> Other (describe)									

Finished area above grade contains: 8 Rooms 3 Bedrooms 1.1 Bath(s) 2,196 Square Feet of Gross Living Area Above Grade

Additional features (special energy efficient items, etc.) The Attic and the basement has been well insulated and energy efficient appliances and heating system etc.

Describe the condition of the property (including needed repairs, deterioration, renovations, remodeling, etc.). C3;Kitchen-updated-one to five years ago;Bathrooms-updated-one to five years ago;The subject was in overall good condition at the time of inspection.

Are there any physical deficiencies or adverse conditions that affect the livability, soundness, or structural integrity of the property?  Yes  No If Yes, describe. \_\_\_\_\_

Does the property generally conform to the neighborhood (functional utility, style, condition, use, construction, etc.)?  Yes  No If No, describe. \_\_\_\_\_

## Uniform Residential Appraisal Report

File No. 34 Auburndale Road

There are 9 comparable properties currently offered for sale in the subject neighborhood ranging in price from \$ 539,000 to \$ 559,000									
There are 14 comparable sales in the subject neighborhood within the past twelve months ranging in sale price from \$ 540,000 to \$ 580,000									
FEATURE	SUBJECT	COMPARABLE SALE NO. 1			COMPARABLE SALE NO. 2			COMPARABLE SALE NO. 3	
34 Auburndale Road Address Marblehead, MA 01945		7 Oak Street Marblehead, MA 01945			9 Columbia Road Marblehead, MA 01945			11 Pickwick Road Marblehead, MA 01945	
Proximity to Subject		0.33 miles N			0.30 miles NW			0.16 miles W	
Sale Price	\$		\$ 540,000			\$ 550,000			\$ 567,500
Sale Price/Gross Liv. Area	\$ 0.00 sq. ft.	\$ 273.97 sq. ft.			\$ 217.74 sq. ft.			\$ 280.39 sq. ft.	
Data Source(s)		MLS #71207281;DOM 70			MLS #71140475;DOM 273			MLS #71191627;DOM 80	
Verification Source(s)		MLS/Assessor/Broker			MLS/Assessor/Broker			MLS/Assessor/Broker	
VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION	+(-) \$ Adjustment		DESCRIPTION	+(-) \$ Adjustment		DESCRIPTION	+(-) \$ Adjustment
Sale or Financing Concessions		ArmLth Conv;00			ArmLth Conv;00			ArmLth Conv;00	
Date of Sale/Time		s07/11;Unk			s06/11;Unk			s06/11;Unk	
Location	B;Res;Res	B;Res;Res			B;Res;Res			B;Res;Res	
Leasehold/Fee Simple	Fee Simple	Fee Simple			Fee Simple			Fee Simple	
Site	5000 sf	9234 sf		0	7104 sf		0	6116 sf	0
View	N;Res;Res	N;Res;Res			N;Res;Res			N;Res;Res	
Design (Style)	Colonial	Colonial			Colonial			Colonial	
Quality of Construction	Q3	Q3			Q3			Q3	
Actual Age	62	101			81			59	
Condition	C3	C3			C3			C3	
Above Grade Room Count	Total Bdrms Baths	Total Bdrms Baths			Total Bdrms Baths			Total Bdrms Baths	
Gross Living Area 35.00	8 3 1.1	8 3 2.0	-2,000	7 4 1.1	0	9 5 2.1			-3,000
	2,196 sq. ft.	1,971 sq. ft.	+7,900	2,526 sq. ft.	-11,600	2,024 sq. ft.			+6,000
Basement & Finished Rooms Below Grade	896sf623sfwu 1rr1br1.0ba1o	1100sf700sfwo 1rr0br0.0ba1o	0 +3,000	1450sf900sfwu 1rr0br1.0ba1o	0	1214sf910sfwu 1rr0br1.0ba1o			0
Functional Utility	Good/Average	Good/Average			Good/Average			Good/Average	
Heating/Cooling	FHW/None/Oil	FWA/None/Oil			FHW/None/Gas			FWA C/Air/Oil	-3,000
Energy Efficient Items	Standard	Standard			Standard			Standard	
Garage/Carport	1 Car Garage	2 Car Garage	-3,000	2 Car Garage	-3,000	2 Car Garage			-3,000
Porch/Patio/Deck	Porch/Deck	Porch/Deck			Wdk/Porch			Wdk/Porch	
Off Street Parking	Paved Off Street	Paved Off Street			Paved Off Street			Paved Off Street	
Fireplace	1 Fireplace	1 Fireplace	0	1 Fireplace	0	1 Fireplaces			0
InGround Pool	None	None			None			None	
Net Adjustment (Total)		<input checked="" type="checkbox"/> + <input type="checkbox"/> -	\$ 5,900	<input type="checkbox"/> + <input checked="" type="checkbox"/> -	\$ 14,600	<input type="checkbox"/> + <input checked="" type="checkbox"/> -		\$ 3,000	
Adjusted Sale Price of Comparables		Net Adj. 1.1% Gross Adj. 2.9%	\$ 545,900	Net Adj. -2.7% Gross Adj. 2.7%	\$ 535,400	Net Adj. -0.5% Gross Adj. 2.6%		\$ 564,500	

SALES COMPARISON APPROACH

I  did  did not research the sale or transfer history of the subject property and comparable sales. If not, explain \_\_\_\_\_My research  did  did not reveal any prior sales or transfers of the subject property for the three years prior to the effective date of this appraisal.

Data source(s) MLS/Deed/Assessor

My research  did  did not reveal any prior sales or transfers of the comparable sales for the year prior to the date of sale of the comparable sale.

Data source(s) MLS/Assessor

Report the results of the research and analysis of the prior sale or transfer history of the subject property and comparable sales (report additional prior sales on page 3).

ITEM	SUBJECT	COMPARABLE SALE NO. 1	COMPARABLE SALE NO. 2	COMPARABLE SALE NO. 3
Date of Prior Sale/Transfer	10/29/2010			
Price of Prior Sale/Transfer	530667			
Data Source(s)	MLS/Assessor/Deed	MLS/Assessor/Deed	MLS/Assessor/Deed	MLS/Assessor/Deed
Effective Date of Data Source(s)	10/07/2011	10/07/2011	10/07/2011	10/07/2011

Analysis of prior sale or transfer history of the subject property and comparable sales The subject was last sold on 10/29/2010 for \$ 530,667 per Assessor/Deed/MLS. No Sales Comparables were sold in the last 12 Months other than reported per MLS/Assessors and the Deed.

Summary of Sales Comparison Approach. The closed sales displayed were carefully selected and are considered the most comparable and best indicators of value of the subject property. Full bath adjusted \$ 3,000 Half Bath \$ 2,000, Garage \$ 3,000 Each, Fireplace \$ 2,000 each, Lot size adjusted \$ 5,000 where more than 5,000 PSF in Difference, central Air \$ 3,000, Finished Basement \$ 5,000 and \$ 3000 where applicable .listing price ratio adjusted at 99% per market area analysis. GLA adjusted at \$45.00 PSF where necessary for SF more than 100SF difference only, which includes any room/bedroom differences. Finished area below grade not included in the GLA for the subject or sales comparables. All other adjustments as indicated. All the comparables are within the subject market area and would offer a potential buyer an acceptable alternative in terms of location, condition, functional utility and comparable habitat. More than three Garage were not warranted by the market thus not adjusted, 2 Car Garage are typical in this Market area.

Indicated Value by Sales Comparison Approach \$ 545,000

Indicated Value by: Sales Comparison Approach \$ 545,000 Cost Approach (if developed) \$ 554,300 Income Approach (if developed) \$ 0

The report is Made "as is" See addendum.

This appraisal is made  "as is,"  subject to completion per plans and specifications on the basis of a hypothetical condition that the improvements have been completed,  subject to the following repairs or alterations on the basis of a hypothetical condition that the repairs or alterations have been completed, or  subject to the following required inspection based on the extraordinary assumption that the condition or deficiency does not require alteration or repair: The report is Made "as is" See addendum.

Based on a complete visual inspection of the interior and exterior areas of the subject property, defined scope of work, statement of assumptions and limiting conditions, and appraiser's certification, my (our) opinion of the market value, as defined, of the real property that is the subject of this report is \$ 544,000 as of 10/07/2011, which is the date of inspection and the effective date of this appraisal.

## APPRAISAL REPORT

## Uniform Residential Appraisal Report

File No. 34 Auburndale Road

See attached addendum.

ADDITIONAL COMMENTS

## COST APPROACH TO VALUE (not required by Fannie Mae)

Provide adequate information for the lender/client to replicate the below cost figures and calculations.

Support for the opinion of site value (summary of comparable land sales or other methods for estimating site value) Estimate for site value based on comparable land sales in the subject's market area. Comparable land sales obtained from MLS &amp; Public Records from Marblehead MA Assessor's Office.

COST APPROACH

ESTIMATED	<input type="checkbox"/> REPRODUCTION OR <input checked="" type="checkbox"/> REPLACEMENT COST NEW	OPINION OF SITE VALUE .....	= \$ 241,500
Source of cost data	Marshall & Swift	Dwelling 2,196 Sq. Ft. @ \$ 130.00.....	= \$ 285,480
Quality rating from cost service	Average	Bsmnt: 896 Sq. Ft. @ \$ 50.00.....	= \$ 44,800
Comments on Cost Approach (gross living area calculations, depreciation, etc.)			20,000
Cost estimates are based on Marshall & Swift calculations.		Garage/Carport 375 Sq. Ft. @ \$ 20.00.....	= \$ 7,500
No external or functional obsolescence noted. Estimated life in community is 65 years. Estimated remaining economic life is 55 years. The site value exceeds 25% of the property value due to its location, Low supply with High demand of sites in the neighbourhood.		Total Estimate of Cost-New Less 65 Physical Functional External Depreciation \$69,969 Depreciated Cost of Improvements .....	= \$ ( 69,969) = \$ 287,811 = \$ 25,000
Estimated Remaining Economic Life (HUD and VA only)	55 Years	As-is" Value of Site Improvements .....	= \$ 554,300

INCOME

## INCOME APPROACH TO VALUE (not required by Fannie Mae)

Estimated Monthly Market Rent \$ X Gross Rent Multiplier = \$ Indicated Value by Income Approach

Summary of Income Approach (including support for market rent and GRM)

PUD INFORMATION

## PROJECT INFORMATION FOR PUDS (if applicable)

Is the developer/builder in control of the Homeowners' Association (HOA)?  Yes  No Unit type(s)  Detached  Attached

Provide the following information for PUDs ONLY if the developer/builder is in control of the HOA and the subject property is an attached dwelling unit.

Legal name of project

Total number of phases Total number of units Total number of units sold

Total number of units rented Total number of units for sale Data source(s)

Was the project created by the conversion of an existing building(s) into a PUD?  Yes  No If Yes, date of conversion.Does the project contain any multi-dwelling units?  Yes  No Data source(s)Are the units, common elements, and recreation facilities complete?  Yes  No If No, describe the status of completion.Are the common elements leased to or by the Homeowners' Association?  Yes  No If Yes, describe the rental terms and options.

Describe common elements and recreational facilities.

## Uniform Residential Appraisal Report

This report form is designed to report an appraisal of a one-unit property or a one-unit property with an accessory unit; including a unit in a planned unit development (PUD). This report form is not designed to report an appraisal of a manufactured home or a unit in a condominium or cooperative project.

This appraisal report is subject to the following scope of work, intended use, intended user, definition of market value, statement of assumptions and limiting conditions, and certifications. Modifications, additions, or deletions to the intended use, intended user, definition of market value, or assumptions and limiting conditions are not permitted. The appraiser may expand the scope of work to include any additional research or analysis necessary based on the complexity of this appraisal assignment. Modifications or deletions to the certifications are also not permitted. However, additional certifications that do not constitute material alterations to this appraisal report, such as those required by law or those related to the appraiser's continuing education or membership in an appraisal organization, are permitted.

**SCOPE OF WORK:** The scope of work for this appraisal is defined by the complexity of this appraisal assignment and the reporting requirements of this appraisal report form, including the following definition of market value, statement of assumptions and limiting conditions, and certifications. The appraiser must, at a minimum: (1) perform a complete visual inspection of the interior and exterior areas of the subject property, (2) inspect the neighborhood, (3) inspect each of the comparable sales from at least the street, (4) research, verify, and analyze data from reliable public and/or private sources, and (5) report his or her analysis, opinions, and conclusions in this appraisal report.

**INTENDED USE:** The intended use of this appraisal report is for the lender/client to evaluate the property that is the subject of this appraisal for a mortgage finance transaction.

**INTENDED USER:** The intended user of this appraisal report is the lender/client.

**DEFINITION OF MARKET VALUE:** The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller, each acting prudently, knowledgeably and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby: (1) buyer and seller are typically motivated; (2) both parties are well informed or well advised, and each acting in what he or she considers his or her own best interest; (3) a reasonable time is allowed for exposure in the open market; (4) payment is made in terms of cash in U. S. dollars or in terms of financial arrangements comparable thereto; and (5) the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions\* granted by anyone associated with the sale.

\*Adjustments to the comparables must be made for special or creative financing or sales concessions. No adjustments are necessary for those costs which are normally paid by sellers as a result of tradition or law in a market area; these costs are readily identifiable since the seller pays these costs in virtually all sales transactions. Special or creative financing adjustments can be made to the comparable property by comparisons to financing terms offered by a third party institutional lender that is not already involved in the property or transaction. Any adjustment should not be calculated on a mechanical dollar for dollar cost of the financing or concession but the dollar amount of any adjustment should approximate the market's reaction to the financing or concessions based on the appraiser's judgment.

**STATEMENT OF ASSUMPTIONS AND LIMITING CONDITIONS:** The appraiser's certification in this report is subject to the following assumptions and limiting conditions:

1. The appraiser will not be responsible for matters of a legal nature that affect either the property being appraised or the title to it, except for information that he or she became aware of during the research involved in performing this appraisal. The appraiser assumes that the title is good and marketable and will not render any opinions about the title.
2. The appraiser has provided a sketch in this appraisal report to show the approximate dimensions of the improvements. The sketch is included only to assist the reader in visualizing the property and understanding the appraiser's determination of its size.
3. The appraiser has examined the available flood maps that are provided by the Federal Emergency Management Agency (or other data sources) and has noted in this appraisal report whether any portion of the subject site is located in an identified Special Flood Hazard Area. Because the appraiser is not a surveyor, he or she makes no guarantees, express or implied, regarding this determination.
4. The appraiser will not give testimony or appear in court because he or she made an appraisal of the property in question, unless specific arrangements to do so have been made beforehand, or as otherwise required by law.
5. The appraiser has noted in this appraisal report any adverse conditions (such as needed repairs, deterioration, the presence of hazardous wastes, toxic substances, etc.) observed during the inspection of the subject property or that he or she became aware of during the research involved in performing this appraisal. Unless otherwise stated in this appraisal report, the appraiser has no knowledge of any hidden or unapparent physical deficiencies or adverse conditions of the property (such as, but not limited to, needed repairs, deterioration, the presence of hazardous wastes, toxic substances, adverse environmental conditions, etc.) that would make the property less valuable, and has assumed that there are no such conditions and makes no guarantees or warranties, express or implied. The appraiser will not be responsible for any such conditions that do exist or for any engineering or testing that might be required to discover whether such conditions exist. Because the appraiser is not an expert in the field of environmental hazards, this appraisal report must not be considered as an environmental assessment of the property.
6. The appraiser has based his or her appraisal report and valuation conclusion for an appraisal that is subject to satisfactory completion, repairs, or alterations on the assumption that the completion, repairs, or alterations of the subject property will be performed in a professional manner.

## Uniform Residential Appraisal Report

**APPRAISER'S CERTIFICATION:** The Appraiser certifies and agrees that:

1. I have, at a minimum, developed and reported this appraisal in accordance with the scope of work requirements stated in this appraisal report.
2. I performed a complete visual inspection of the interior and exterior areas of the subject property. I reported the condition of the improvements in factual, specific terms. I identified and reported the physical deficiencies that could affect the livability, soundness, or structural integrity of the property.
3. I performed this appraisal in accordance with the requirements of the Uniform Standards of Professional Appraisal Practice that were adopted and promulgated by the Appraisal Standards Board of The Appraisal Foundation and that were in place at the time this appraisal report was prepared.
4. I developed my opinion of the market value of the real property that is the subject of this report based on the sales comparison approach to value. I have adequate comparable market data to develop a reliable sales comparison approach for this appraisal assignment. I further certify that I considered the cost and income approaches to value but did not develop them, unless otherwise indicated in this report.
5. I researched, verified, analyzed, and reported on any current agreement for sale for the subject property, any offering for sale of the subject property in the twelve months prior to the effective date of this appraisal, and the prior sales of the subject property for a minimum of three years prior to the effective date of this appraisal, unless otherwise indicated in this report.
6. I researched, verified, analyzed, and reported on the prior sales of the comparable sales for a minimum of one year prior to the date of sale of the comparable sale, unless otherwise indicated in this report.
7. I selected and used comparable sales that are locationally, physically, and functionally the most similar to the subject property.
8. I have not used comparable sales that were the result of combining a land sale with the contract purchase price of a home that has been built or will be built on the land.
9. I have reported adjustments to the comparable sales that reflect the market's reaction to the differences between the subject property and the comparable sales.
10. I verified, from a disinterested source, all information in this report that was provided by parties who have a financial interest in the sale or financing of the subject property.
11. I have knowledge and experience in appraising this type of property in this market area.
12. I am aware of, and have access to, the necessary and appropriate public and private data sources, such as multiple listing services, tax assessment records, public land records and other such data sources for the area in which the property is located.
13. I obtained the information, estimates, and opinions furnished by other parties and expressed in this appraisal report from reliable sources that I believe to be true and correct.
14. I have taken into consideration the factors that have an impact on value with respect to the subject neighborhood, subject property, and the proximity of the subject property to adverse influences in the development of my opinion of market value. I have noted in this appraisal report any adverse conditions (such as, but not limited to, needed repairs, deterioration, the presence of hazardous wastes, toxic substances, adverse environmental conditions, etc.) observed during the inspection of the subject property or that I became aware of during the research involved in performing this appraisal. I have considered these adverse conditions in my analysis of the property value, and have reported on the effect of the conditions on the value and marketability of the subject property.
15. I have not knowingly withheld any significant information from this appraisal report and, to the best of my knowledge, all statements and information in this appraisal report are true and correct.
16. I stated in this appraisal report my own personal, unbiased, and professional analysis, opinions, and conclusions, which are subject only to the assumptions and limiting conditions in this appraisal report.
17. I have no present or prospective interest in the property that is the subject of this report, and I have no present or prospective personal interest or bias with respect to the participants in the transaction. I did not base, either partially or completely, my analysis and/or opinion of market value in this appraisal report on the race, color, religion, sex, age, marital status, handicap, familial status, or national origin of either the prospective owners or occupants of the subject property or of the present owners or occupants of the properties in the vicinity of the subject property or on any other basis prohibited by law.
18. My employment and/or compensation for performing this appraisal or any future or anticipated appraisals was not conditioned on any agreement or understanding, written or otherwise, that I would report (or present analysis supporting) a predetermined specific value, a predetermined minimum value, a range or direction in value, a value that favors the cause of any party, or the attainment of a specific result or occurrence of a specific subsequent event (such as approval of a pending mortgage loan application).
19. I personally prepared all conclusions and opinions about the real estate that were set forth in this appraisal report. If I relied on significant real property appraisal assistance from any individual or individuals in the performance of this appraisal or the preparation of this appraisal report, I have named such individual(s) and disclosed the specific tasks performed in this appraisal report. I certify that any individual so named is qualified to perform the tasks. I have not authorized anyone to make a change to any item in this appraisal report; therefore, any change made to this appraisal is unauthorized and I will take no responsibility for it.
20. I identified the lender/client in this appraisal report who is the individual, organization, or agent for the organization that ordered and will receive this appraisal report.
21. The lender/client may disclose or distribute this appraisal report to: the borrower; another lender at the request of the borrower; the mortgagee or its successors and assigns; mortgage insurers; government sponsored enterprises; other secondary market participants; data collection or reporting services; professional appraisal organizations; any department, agency, or instrumentality of the United States; and any state, the District of Columbia, or other jurisdictions; without having to obtain the appraiser's or supervisory appraiser's (if applicable) consent. Such consent must be obtained before this appraisal report may be disclosed or distributed to any other party (including, but not limited to, the public through advertising, public relations, news, sales, or other media).

## Uniform Residential Appraisal Report

22. I am aware that any disclosure or distribution of this appraisal report by me or the lender/client may be subject to certain laws and regulations. Further, I am also subject to the provisions of the Uniform Standards of Professional Appraisal Practice that pertain to disclosure or distribution by me.

23. The borrower, another lender at the request of the borrower, the mortgagee or its successors and assigns, mortgage insurers, government sponsored enterprises, and other secondary market participants may rely on this appraisal report as part of any mortgage finance transaction that involves any one or more of these parties.

24. If this appraisal report was transmitted as an "electronic record" containing my "electronic signature," as those terms are defined in applicable federal and/or state laws (excluding audio and video recordings), or a facsimile transmission of this appraisal report containing a copy or representation of my signature, the appraisal report shall be as effective, enforceable and valid as if a paper version of this appraisal report were delivered containing my original hand written signature.

25. Any intentional or negligent misrepresentation(s) contained in this appraisal report may result in civil liability and/or criminal penalties including, but not limited to, fine or imprisonment or both under the provisions of Title 18, United States Code, Section 1001, et seq., or similar state laws.

**SUPERVISORY APPRAISER'S CERTIFICATION:** The Supervisory Appraiser certifies and agrees that:

1. I directly supervised the appraiser for this appraisal assignment, have read the appraisal report, and agree with the appraiser's analysis, opinions, statements, conclusions, and the appraiser's certification.
2. I accept full responsibility for the contents of this appraisal report including, but not limited to, the appraiser's analysis, opinions, statements, conclusions, and the appraiser's certification.
3. The appraiser identified in this appraisal report is either a sub-contractor or an employee of the supervisory appraiser (or the appraisal firm), is qualified to perform this appraisal, and is acceptable to perform this appraisal under the applicable state law.
4. This appraisal report complies with the Uniform Standards of Professional Appraisal Practice that were adopted and promulgated by the Appraisal Standards Board of The Appraisal Foundation and that were in place at the time this appraisal report was prepared.
5. If this appraisal report was transmitted as an "electronic record" containing my "electronic signature," as those terms are defined in applicable federal and/or state laws (excluding audio and video recordings), or a facsimile transmission of this appraisal report containing a copy or representation of my signature, the appraisal report shall be as effective, enforceable and valid as if a paper version of this appraisal report were delivered containing my original hand written signature.

**APPRAISER**

Signature George R. Kuria  
 Name George R. Kuria  
 Company Name Worcester Appraisal Company  
 Company Address 7 Knollwood Road  
Dudley, MA 01571  
 Telephone Number (774)239-1029  
 Email Address worcappraisals@aol.com  
 Date of Signature and Report 10/11/2011  
 Effective Date of Appraisal 10/07/2011  
 State Certification # Certified Residential Appraiser,  
 or State License # MA 103258  
 or Other (describe) \_\_\_\_\_ State # \_\_\_\_\_  
 State MA  
 Expiration Date of Certification or License 02/21/2013

**ADDRESS OF PROPERTY APPRAISED**

34 Auburndale Road

Marblehead, MA 01945

**APPRAISED VALUE OF SUBJECT PROPERTY \$ 544,000**

**LENDER/CLIENT**

Name Nationwide Property & Appraisal Services  
 Company Name Lowell Cooperative Bank  
 Company Address 18 Hurd Street  
Lowell, MA 01852  
 Email Address \_\_\_\_\_

**SUPERVISORY APPRAISER (ONLY IF REQUIRED)**

Signature \_\_\_\_\_  
 Name \_\_\_\_\_  
 Company Name \_\_\_\_\_  
 Company Address \_\_\_\_\_  
 Telephone Number \_\_\_\_\_  
 Email Address \_\_\_\_\_  
 Date of Signature \_\_\_\_\_  
 State Certification # \_\_\_\_\_  
 or State License # \_\_\_\_\_  
 State \_\_\_\_\_  
 Expiration Date of Certification or License \_\_\_\_\_

**SUBJECT PROPERTY**

Did not inspect subject property  
 Did inspect exterior of subject property from street  
 Date of Inspection \_\_\_\_\_  
 Did inspect interior and exterior of subject property  
 Date of Inspection \_\_\_\_\_

**COMPARABLE SALES**

Did not inspect exterior of comparable sales from street  
 Did inspect exterior of comparable sales from street  
 Date of Inspection \_\_\_\_\_

## APPRAISAL REPORT

## Uniform Residential Appraisal Report

File No. 34 Auburndale Road

FEATURE	SUBJECT	COMPARABLE SALE NO. 4			COMPARABLE SALE NO. 5			COMPARABLE SALE NO. 6		
34 Auburndale Road Address Marblehead, MA 01945		27 Homestead Road Marblehead, MA 01945			12 Conant Road Marblehead, MA 01945			37 Devereux Street Marblehead, MA 01945		
Proximity to Subject		0.32 miles WNW			0.81 miles WSW			0.60 miles ENE		
Sale Price	\$ 0.00 sq. ft.	\$ 580,000			\$ 539,000			\$ 559,000		
Sale Price/Gross Liv. Area	\$ 0.00 sq. ft.	\$ 246.08 sq. ft.			\$ 282.35 sq. ft.			\$ 266.19 sq. ft.		
Data Source(s)		MLS #71197214;DOM 38			MLS #71278393;DOM 41			MLS #71248022;DOM 122		
Verification Source(s)		MLS/Assessor/Broker			MLS/Assessor/Broker			MLS/Assessor/Broker		
VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION		+(-) \$ Adjustment	DESCRIPTION		+(-) \$ Adjustment	DESCRIPTION		+(-) \$ Adjustment
Sale or Financing Concessions		ArmLth Conv;0			Listing ;0			Listing ;0		
Date of Sale/Time		s07/11;Unk		0	Active		-5,390	Active		-5,590
Location	B;Res;Res	B;Res;Res			N;Res;Res			B;Res;Res		
Leasehold/Fee Simple	Fee Simple	Fee Simple			Fee Simple			Fee Simple		
Site	5000 sf	6000 sf		0	4748 sf		0	2930 sf		0
View	N;Res;Res	N;Res;Res			N;Res;Res			N;Res;Res		
Design (Style)	Colonial	Colonial			Colonial			Colonial		
Quality of Construction	Q3	Q3			Q3			Q3		
Actual Age	62	84			91			91		
Condition	C3	C3			C3			C3		
Above Grade	Total Bdrms Baths	Total Bdrms Baths			Total Bdrms Baths			Total Bdrms Baths		
Room Count	8 3 1.1	7 5 1.1		0	9 4 2.1		-3,000	9 4 2.1		-3,000
Gross Living Area	35.00 2,196 sq. ft.	2,357 sq. ft.		-5,600	1,909 sq. ft.		+10,000	2,100 sq. ft.		+3,400
Basement & Finished	896sf623sfwu	1005sf750sfwu			1050sf450sfwo		0	1020sf980sfwu		
Rooms Below Grade	1rr1br1.0ba1o	Orr0br0.0ba0o		+5,000	Orr0br0.0ba0o		+5,000	Orr0br0.0ba0o		+5,000
Functional Utility	Good/Average	Good/Average			Good/Average			Good/Average		
Heating/Cooling	FHW/None/Oil	FHW/None/Gas			FHW/None/Oil			FHA/C/Air/Oil		
Energy Efficient Items	Standard	Standard			Standard			Standard		
Garage/Carport	1 Car Garage	2 Car Garage		-3,000	1 Car Garage		0	None		+3,000
Porch/Patio/Deck	Porch/Deck	Wdk/Porch			Wdk/Porch			Porch/Deck		
Off Street Parking	Paved Off Street	Paved Off Street			Paved Off Street			Paved Off Street		
Fireplace	1 Fireplace	1 Fireplace		0	1 Fireplaces		0	1 Fireplace		0
InGround Pool	None	None			None			None		
Net Adjustment (Total)		<input type="checkbox"/> + <input checked="" type="checkbox"/> -	\$ 3,600	<input checked="" type="checkbox"/> + <input type="checkbox"/> -	\$ 6,610	<input checked="" type="checkbox"/> + <input type="checkbox"/> -	\$ 2,810			
Adjusted Sale Price of Comparables		Net Adj. -0.6%		Net Adj. 1.2%		Net Adj. 0.5%		Gross Adj. 2.3%	\$ 576,400	Gross Adj. 3.6% \$ 545,610
ITEM	SUBJECT	COMPARABLE SALE NO. 4			COMPARABLE SALE NO. 5			COMPARABLE SALE NO. 6		
Date of Prior Sale/Transfer	10/29/2010									
Price of Prior Sale/Transfer	530667									
Data Source(s)	MLS/Assessor/Deed				MLS/Assessor/Deed			MLS/Assessor/Deed		
Effective Date of Data Source(s)	10/07/2011	10/07/2011			10/07/2011			10/07/2011		

**Summary of Sales Comparison Approach** See previous page and addendum.

## Uniform Appraisal Dataset Definitions

## Condition Ratings and Definitions

C1 The improvements have been very recently constructed and have not previously been occupied. The entire structure and all components are new and the dwelling features no physical depreciation.\*

*\*Note: Newly constructed improvements that feature recycled materials and/or components can be considered new dwellings provided that the dwelling is placed on a 100% new foundation and the recycled materials and the recycled components have been rehabilitated/re-manufactured into like-new condition. Recently constructed improvements that have not been previously occupied are not considered "new" if they have any significant physical depreciation (i.e., newly constructed dwellings that have been vacant for an extended period of time without adequate maintenance or upkeep).*

C2 The improvements feature no deferred maintenance, little or no physical depreciation, and require no repairs. Virtually all building components are new or have been recently repaired, refinished, or rehabilitated. All outdated components and finishes have been updated and/or replaced with components that meet current standards. Dwellings in this category either are almost new or have been recently completely renovated and are similar in condition to new construction.

C3 The improvements are well maintained and feature limited physical depreciation due to normal wear and tear. Some components, but not every major building component, may be updated or recently rehabilitated. The structure has been well maintained.

C4 The improvements feature some minor deferred maintenance and physical deterioration due to normal wear and tear. The dwelling has been adequately maintained and requires only minimal repairs to building components/mechanical systems and cosmetic repairs. All major building components have been adequately maintained and are functionally adequate.

C5 The improvements feature obvious deferred maintenance and are in need of some significant repairs. Some building components need repairs, rehabilitation, or updating. The functional utility and overall livability is somewhat diminished due to condition, but the dwelling remains useable and functional as a residence.

C6 The improvements have substantial damage or deferred maintenance with deficiencies or defects that are severe enough to affect the safety, soundness, or structural integrity of the improvements. The improvements are in need of substantial repairs and rehabilitation, including many or most major components.

## Quality Ratings and Definitions

Q1 Dwellings with this quality rating are usually unique structures that are individually designed by an architect for a specified user. Such residences typically are constructed from detailed architectural plans and specifications and feature an exceptionally high level of workmanship and exceptionally high-grade materials throughout the interior and exterior of the structure. The design features exceptionally high-quality exterior refinements and ornamentation, and exceptionally high-quality interior refinements. The workmanship, materials, and finishes throughout the dwelling are of exceptionally high quality.

Q2 Dwellings with this quality rating are often custom designed for construction on an individual property owner's site. However, dwellings in this quality grade are also found in high-quality tract developments featuring residences constructed from individual plans or from highly modified or upgraded plans. The design features detailed, high-quality exterior ornamentation, high-quality interior refinements, and detail. The workmanship, materials, and finishes throughout the dwelling are generally of high or very high quality.

Q3 Dwellings with this quality rating are residences of higher quality built from individual or readily available designer plans in above-standard residential tract developments or on an individual property owner's site. The design includes significant exterior ornamentation and interiors that are well finished. The workmanship exceeds acceptable standards and many materials and finishes throughout the dwelling have been upgraded from "stock" standards.

Q4 Dwellings with this quality rating meet or exceed the requirements of applicable building codes. Standard or modified standard building plans are utilized and the design includes adequate fenestration and some exterior ornamentation and interior refinements. Materials, workmanship, finish, and equipment are of stock or builder grade and may feature some upgrades.

Q5 Dwellings with this quality rating feature economy of construction and basic functionality as main considerations. Such dwellings feature a plain design using readily available or basic floor plans featuring minimal fenestration and basic finishes with minimal exterior ornamentation and limited interior detail. These dwellings meet minimum building codes and are constructed with inexpensive, stock materials with limited refinements and upgrades.

Q6 Dwellings with this quality rating are of basic quality and lower cost; some may not be suitable for year-round occupancy. Such dwellings are often built with simple plans or without plans, often utilizing the lowest quality building materials. Such dwellings are often built or expanded by persons who are professionally unskilled or possess only minimal construction skills. Electrical, plumbing, and other mechanical systems and equipment may be minimal or non-existent. Older dwellings may feature one or more substandard or non-conforming additions to the original structure.

## Treatment Of Bathroom Counts

For purposes of this report, in the Improvements Section, Finished Rooms Above Grade, the count of bathrooms is represented as the number of "full" bathrooms to the left of the period and the count of "half" bathrooms to the right of the period. A three-quarter bath is counted as a full bath. Quarter baths (baths that feature only a toilet) are not included in the bathroom count.

## Abbreviations Used in Data Standardization Text

Abbrev.	Full Name	Appropriate Fields	Abbrev.	Full Name	Appropriate Fields
ac	Acres	Area, Site	Mtn	Mountain View	View
AdjPrk	Adjacent to Park	Location	N	Neutral	Location & View
AdjPwr	Adjacent to Power Lines	Location	NonArm	Non-Arms Length Sale	Sale or Financing Concessions
A	Adverse	Location & View	BsyRd	Busy Road	Location
ArmLth	Arms Length Sale	Sale or Financing Concessions	o	Other	Basement & Finished Rooms Below Grade
ba	Bathroom(s)	Basement & Finished Rooms Below Grade	Prk	Park View	View
br	Bedroom	Basement & Finished Rooms Below Grade	Pstrl	Pastoral View	View
B	Beneficial	Location & View	PwrLn	Power Lines	View
Cash	Cash	Sale or Financing Concessions	PubTrn	Public Transportation	Location
CtySky	City View Skyline View	View	rr	Recreational (Rec) Room	Basement & Finished Rooms Below Grade
CtyStr	City Street View	View	Relo	Relocation Sale	Sale or Financing Concessions
Comm	Commercial Influence	Location	REO	REO Sale	Sale or Financing Concessions
c	Contracted Date	Date of Sale/Time	Res	Residential	Location & View
Conv	Conventional	Sale or Financing Concessions	RH	USDA -Rural Housing	Sale or Financing Concessions
CrtOrd	Court Ordered Sale	Sale or Financing Concessions	s	Settlement Date	Date of Sale/Time
DOM	Days On Market	Data Sources	Short	Short Sale	Sale or Financing Concessions
e	Expiration Date	Date of Sale/Time	sf	Square Feet	Area, Site, Basement
Estate	Estate Sale	Sale or Financing Concessions	Unk	Unknown	Date of Sale/Time
FHA	Federal Housing Authority	Sale or Financing Concessions	VA	Veterans Administration	Sale or Financing Concessions
GlfCse	Golf Course	Location	w	Withdrawn Date	Date of Sale/Time
Glfvw	Golf Course View	View	wo	Walk Out Basement	Basement & Finished Rooms Below Grade
Ind	Industrial	Location & View	wu	Walk Up Basement	Basement & Finished Rooms Below Grade
in	Interior Only Stairs	Basement & Finished Rooms Below Grade	WtrFr	Water Frontage	Location
Lndfl	Landfill	Location	Wtr	Water View	View
LtdSght	Limited Sight	View	Woods	Woods View	View
Listing	Listing	Sale or Financing Concessions			

## ADDENDUM

Borrower: Jonathan & Kate A Corbett  
Property Address: 34 Auburndale Road  
City: Marblehead  
Lender: Lowell Cooperative Bank

File No.: 34 Auburndale Road  
Case No.:  
State: MA Zip: 01945

### **Scope of Work**

The scope of this appraisal is to value the subject property under its highest and best use in order to formulate an opinion of the "market value" for the subject. The subject property is identified in the "subject" section on page 1 of this report. At the request of the client, the appraiser has performed a complete visual inspection of the interior and exterior of the subject property in all accessible areas; inspected the neighborhood where the subject is located; examined the comparable sales from the street; collected, verified and analyzed data on subject and comparable properties from MLS, town hall, deed registry and/or other reliable data sources and reported the analysis, opinions and conclusions on the appropriate form in summary format, with cost approach considered. No consideration was given to any personal property, throughout this report.

### **Intended use/user**

The intended user of this appraisal is the lender/client. The intended use is to evaluate the property that is the subject of this appraisal for mortgage financing transaction, subject to the stated scope of work, purpose of the appraisal, reporting requirements of this appraisal report form, and definition of market value. No additional intended users are identified by the appraiser.

The data utilized in this report has been reported and confirmed to the most reasonable extent possible, unless otherwise expressly noted. The technical evaluations of the compliance of any code of the town, state and federal governments are beyond the scope of this report.

Appraisal is a branch of applied economics. It is distinct from the applied sciences (engineering, surveying, mold or environmental testing, etc), from the building trades (home inspection, pest and dry rot inspection, roof inspection, construction, etc) and from applied arts (architecture, home design or drafting). The appraisal report cannot be relied upon to disclose hidden defects that are not apparent from a visual observation of the surfaces of the subject property from standing height.

### **Highest and best use**

Subject property is currently used as a single family. "Highest and best use" is defined as the reasonably probable and legal use of vacant land or an improved property, which is physically possible, appropriately supported, financially feasible and that results in the highest value. The subject market area is zoned residential use and predominantly occupied by similar single family homes as the subject, consistent with the legal and permissible uses in the area. Our conclusion is that the subject's highest and best use is its current use as a single family home.

### **Deed**

The appraiser has examined the deed and has a copy in the work file.

### **Predominant Value:**

The subject's appraised valuation exceeds the predominant value for the neighborhood. Please note that the predominant value for the subject's neighborhood includes all homes and all sales, just not similar homes like the subject, or similar comparable sales to the subject. The subject neighborhood is not homogeneous and contains a very wide

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variety of properties in multiple price points. This does not affect the subject marketability or opinion of value.

### **Zoning comment:**

Appraiser notes that the subject is pre-existing legal non conforming use as the subject's lot does not have the required lot size and Frontage. The subject is considered "grandfathered" as the subject's improvements predate the current dimensional and usage requirements. If the subject was to be destroyed by fire or another catastrophe, it could be rebuilt 100% with the proper permits and approval from the city hall. This is common due to zoning changes over time and is market accepted and has no effect on value or marketability.

This bylaw is enacted under the right of local government granted by the Massachusetts Constitution, Attorney General and the authority granted under Chapter 40A of the General Laws of Massachusetts.

### **Neighborhood Market Factors**

The subject is located in a good residential area in the Town of Marblehead MA. The area consist of similar size single-family dwellings of different styles, age and appeal. The subject is within a convenient distance to local School, Golf Clubs, Town Center, Ponds and other social services. Routes 114, Route 129 and Route 1A Provides easy access to retail, recreational areas, employment opportunities and other supporting services.

"Vacant land" refers to conservation and some buildable parcels. "Commercial" is mostly general retail and service oriented, not visible from the subject and not considered adverse.

### **Site Comments**

The site is typical for the area in terms of size and appeal. No adverse easements, encroachments or special assessments noted or disclosed.

The mechanical system and electrical were on and in working condition at the time of inspection.

### **Appliances:**

The subject was owner occupied which had a functional kitchen with working Fridge, Stove and sink at the time of inspection. The appliances were energy efficient.

### **Utilities:**

The subject was owner occupied where the mechanical systems were on and in working condition at the time of inspection.

### **Increase in Value:**

The subject was last sold almost a year ago for \$ 530,667 on 10/29/2010 and due to recent similar sales sold within the subject neighbourhood and some updates there was a slight increase in value which is typical in this market. The sellers are very motivated selling below

**ADDENDUM**

Borrower: Jonathan & Kate A Corbett  
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the assessed value while the rates has been at the lowest level in history attracting more buyers.

**Condition and Effective age adjustments:**

The condition of the sales comparable were based on the MLS interior photos and comments made on the MLS remarks of any updates if any then compared with the subjects condition and improvements made.

The sales comparable chosen had similar chronological age most of then with similar updates and condition.

**Comparable Selection:**

The sales comparable chosen were carefully selected. Sales in the same neighbourhood, similar in style, Appeal and condition, sales sold within the last three months then the search was extended to six months, Similar age, Style, GLA, and more than one mile radius which is recommended by FNMA due to lack of similar sales which could match the subject style, age, condition in the same market area. The sales chosen best reflect the subject overall and a prudent buyer will not limit here scope of preference due to distance since they share similar services.

**Condition of Improvements**

The subject is 62 years-old, Colonial-style dwelling well maintained in overall Good condition.

The subject has been well maintained with some updates which includes Hardwod floor in the Diningroom, Livingroom, Wall to wall carpets in the bedrooms, fresh painted in all the rooms, new kitchen cabinets with energy efficient appliances, new electrical fixers, Alarm system, Granite counter tops in the kitchen and bathroom vanities, updated bathroom fixers, well manicured yard with Sprinkler System, Crown Moldings and new solid interior doors.

The basement is full Partialy Finished with a guest bedroom, one full bathroom and a family room.

There was one Car Garage, Wood Deck, 1 Fireplaces, Manicured Yard with Sprinkler System, Alarm System and Ample of driveway parking.

Exterior is vinyl and Some bricks front siding, new asphalt roof, New Gutters, new High Energy Efficient Double Hung Vinyl windows all in good condition.

No functional or external obsolescence noted at the time of inspection. Expected depreciation includes basic wear and tear and is categorized as function of age.

No physical, functional or external inadequacies noted at the time of inspection.

**Heat FHW & Oil Tank:**

The subject was heated by FHW fired by Oil. The Oil Tank was located in the basement which was in good condition with no seepage Noted at the time of inspection.

**ADDENDUM**

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**Adverse Environmental Conditions**

On the date of inspection the appraiser did not observe any apparent adverse environmental conditions in the improvements, on the subject's site or in the immediate vicinity of the subject property. The presence of hazardous environmental substances such as radon gas, lead paint, uffi insulation etc. cannot be determined during an appraisal inspection. Further, the appraiser is not qualified to analyze or uncover hazardous substances and assumes no responsibility for such conditions or the engineering, which might be required to discover the same. The final opinion of value is based on the assumption that the subject property is not negatively affected by the existence of hazardous substances or detrimental environmental conditions.

The appraisal is based on the assumption that the subject property conforms to state environmental guidelines. If the property does not conform, the estimated opinion of value can change by an unspecified amount. Upon transfer of a property, It is the lender's responsibility to certify compliance.

**Sales Comparison Comments**

The sales cited are among the most recent and similar to the subject for which verifiable information was obtainable at the time of this appraisal. All the comparables are sales within the subject market area and would offer a potential buyer an acceptable alternative in terms of location, condition, functional utility and comparable habitat.

Due to limited number of compatible recent sales in size and utility, appraiser has selected sales over one mile radius, sales of different styles and sales over six months in the same market area as the subject sharing similar amenities. Potential buyers in the area will not limit themselves to a mile radius. Not considered adverse and does not affect the marketability of the subject.

Based on the condition of the subject and comparable properties, and using common appraisal practices, the GLA (gross living area) has been adjusted at \$35.00 PSF where discernible, for square footage over 100 square feet in difference only, which includes any room/bedroom differences.

When necessary, value adjustments for amenities such as fireplaces, decks, pools, baths, porches, garages are based upon estimates derived from market data relating to the contributory value of each item based on paired sales and information provided by local builders.

All the sales comparables gla was double checked through the assessors database.

The final opinion of value is within the indicated range of comparables.

**MLS Photos:**

Sales Comparable two street was un accessible for a photo due to construction going on the comparables street and MLS photo was generated which has been confirmed.

**Subject 36 Months sales History:**

The subject was last sold on 10/29/2010 for \$ 530,667 per Assessor/Deed/MLS.

## ADDENDUM

Borrower: Jonathan & Kate A Corbett

File No.: 34 Auburndale Road

Property Address: 34 Auburndale Road

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No Sales Comparables were sold in the last 12 Months other than reported per MLS/Assessors and the Deed.

### **Market Condition Comments**

The subject is located in a desirable area with easy access to town Center and other neighbouring towns. Routes 114, Route 129 and Route 1A provides easy access to employment facilities, area hospitals, schools, retail services, Local Airport and other amenities. Demand for housing in the area noted with reasonably priced properties and interest rates remain low and attractive to new home buyers. No physical, functional or external inadequacies noted.

Based on the data gathered on market condition, Declining values noted in most of year 2007, 2008 and 2009 in the general market area for similar type of properties. Subject market area currently will be considered stable with reasonable number of active listing inventory verses demand, increased sales price to listing ratio within the last 6 months. Increased activity noted with reasonably priced properties per local realtors and reduced number of exposure days on the market. Interest rates remain low and attractive to new home buyers.

### **Storm:**

The subject was not affected by the recent Storm which had affected Most part of Mass and Neighbouring Towns. The subject siding, roof and windows were in good condition with no signs of damage.

### **Attic and basement:**

The attic and the basement were inspected by sight. No leaks, settlement or pest infestation was observed.

### **Final Reconciliation**

All three approaches to value were considered in estimating the opinion of value of the subject property. The direct sales comparison approach was given full weight in the analysis as it best reflects the actions and intentions of willing buyers and sellers in the market. Income approach was not developed due to the lack of an active investor market. Cost approach was developed but not weighted as it is not reflective of market conditions.

### **Signatures**

This appraisal report may incorporate digitally-encrypted original signatures. The signatures are protected by a password, and cannot be added, deleted or changed by anyone other than those with authorized password access. As a result, this document should be construed as an original, signed document.

## APPRAISAL REPORT

## Market Conditions Addendum to the Appraisal Report

File No. 34 Auburndale Road

The purpose of this addendum is to provide the lender/client with a clear and accurate understanding of the market trends and conditions prevalent in the subject neighborhood. This is a required addendum for all appraisal reports with an effective date on or after April 1, 2009.

Property Address 34 Auburndale Road

City Marblehead

State MA Zip Code 01945

Borrower Jonathan &amp; Kate A Corbett

**Instructions:** The appraiser must use the information required on this form as the basis for his/her conclusions, and must provide support for those conclusions, regarding housing trends and overall market conditions as reported in the Neighborhood section of the appraisal report form. The appraiser must fill in all the information to the extent it is available and reliable and must provide analysis as indicated below. If any required data is unavailable or is considered unreliable, the appraiser must provide an explanation. It is recognized that not all data sources will be able to provide data for the shaded areas below; if it is available, however, the appraiser must include the data in the analysis. If data sources provide the required information as an average instead of the median, the appraiser should report the available figure and identify it as an average. Sales and listings must be properties that compete with the subject property, determined by applying the criteria that would be used by a prospective buyer of the subject property. The appraiser must explain any anomalies in the data, such as seasonal markets, new construction, foreclosures, etc.

Inventory Analysis	Prior 7-12 Months	Prior 4-6 Months	Current - 3 Months	Overall Trend		
Total # of Comparable Sales (Settled)	7	3	4	<input type="checkbox"/> Increasing	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Declining
Absorption Rate (Total Sales/Months)	1.2	1.0	1.3	<input type="checkbox"/> Increasing	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Declining
Total # of Comparable Active Listings	10	9	9	<input type="checkbox"/> Declining	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Increasing
Months of Housing Supply (Total Listings/Ab.Rate)	8.3	9.0	6.9	<input type="checkbox"/> Declining	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Increasing
Median Sale & List Price, DOM, Sale/List %	Prior 7-12 Months	Prior 4-6 Months	Current - 3 Months	Overall Trend		
Median Comparable Sale Price	541,500	542,600	539,300	<input type="checkbox"/> Increasing	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Declining
Median Comparable Sales Days on Market	138	120	93	<input type="checkbox"/> Declining	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Increasing
Median Comparable List Price	545,000	543,000	544,000	<input type="checkbox"/> Increasing	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Declining
Median Comparable Listings Days on Market	132	119	69	<input checked="" type="checkbox"/> Declining	<input type="checkbox"/> Stable	<input type="checkbox"/> Increasing
Median Sale Price as % of List Price	99.0%	99.0%	99.0%	<input type="checkbox"/> Increasing	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Declining
Seller-(developer, builder, etc.)paid financial assistance prevalent?	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No		<input type="checkbox"/> Declining	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Increasing

Explain in detail the seller concessions trends for the past 12 months (e.g., seller contributions increased from 3% to 5%, increasing use of buydowns, closing costs, condo fees, options, etc.). Seller's concessions are not common in the market area but few are noted. Typical concessions average less than 5% of the sales price and are typically utilized towards the buyer closing costs and pre-paids.

Are foreclosure sales (REO sales) a factor in the market?  Yes  No If yes, explain (including the trends in listings and sales of foreclosed properties).

Cite data sources for above information. MLS/Assessors/Public Records, Local Realtors.

Summarize the above information as support for your conclusions in the Neighborhood section of the appraisal report form. If you used any additional information, such as an analysis of pending sales and/or expired and withdrawn listings, to formulate your conclusions, provide both an explanation and support for your conclusions.

Based on the data gathered on market condition, Declining values noted in most of year 2007, 2008 and 2009 in the general market area for similar type of properties. Subject market area currently will be considered stable with reasonable number of active listing inventory verses demand, increased sales price to listing ratio within the last 6 months. Increased activity noted with reasonably priced properties per local realtors and reduced number of exposure days on the market. Interest rates remain low and attractive to new home buyers.

If the subject is a unit in a condominium or cooperative project , complete the following:

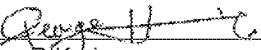
Project Name:

Subject Project Data	Prior 7-12 Months	Prior 4-6 Months	Current - 3 Months	Overall Trend		
Total # of Comparable Sales (Settled)				<input type="checkbox"/> Increasing	<input type="checkbox"/> Stable	<input type="checkbox"/> Declining
Absorption Rate (Total Sales/Months)				<input type="checkbox"/> Increasing	<input type="checkbox"/> Stable	<input type="checkbox"/> Declining
Total # of Active Comparable Listings				<input type="checkbox"/> Declining	<input type="checkbox"/> Stable	<input type="checkbox"/> Increasing
Months of Unit Supply (Total Listings/Ab. Rate)				<input type="checkbox"/> Declining	<input type="checkbox"/> Stable	<input type="checkbox"/> Increasing

Are foreclosure sales (REO sales) a factor in the project?  Yes  No If yes, indicate the number of REO listings and explain the trends in listings and sales of foreclosed properties.

Summarize the above trends and address the impact on the subject unit and project.

## APPRAISER

Signature 

Name George R. Kuria

Company Name Worcester Appraisal Company

Company Address 7 Knollwood Road

Dudley, MA 01571

State License/Certification # MA 103258

Email Address worcappraisals@aol.com

## SUPERVISORY APPRAISER (ONLY IF REQUIRED)

Signature \_\_\_\_\_

Name \_\_\_\_\_

Company Name \_\_\_\_\_

Company Address \_\_\_\_\_

State License/Certification # \_\_\_\_\_

State \_\_\_\_\_

Email Address \_\_\_\_\_

## DIMENSION LIST ADDENDUM

Borrower: Jonathan & Kate A Corbett

File No.: 34 Auburndale Road

**Property Address:** 34 Auburndale Road

Case No.:

City: Marblehead

State: MA

Lender: Lowell Cooperative Bank

Zip: 01945

GROSS BUILDING AREA (GBA)		2,196
GROSS LIVING AREA (GLA)		2,196
Area(s)	Area	% of GLA
Living	2,196	100.00
Level 1	1,300	59.20
Level 2	896	40.80
Level 3	0	0.00
Other	0	0.00
Basement	GBA <input type="checkbox"/>	0
Garage	<input type="checkbox"/>	0
	<input type="checkbox"/>	

SUBJECT PROPERTY PHOTO ADDENDUM

Borrower: Jonathan & Kate A Corbett  
Property Address: 34 Auburndale Road  
City: Marblehead  
Lender: Lowell Cooperative Bank

File No.: 34 Auburndale Road  
Case No.:  
State: MA Zip: 01945



FRONT VIEW OF SUBJECT PROPERTY

Appraised Date: October 7, 2011  
Appraised Value: \$ 544,000



REAR VIEW OF SUBJECT PROPERTY



STREET SCENE

COMPARABLE PROPERTY PHOTO ADDENDUM

Borrower: Jonathan & Kate A Corbett  
Property Address: 34 Auburndale Road  
City: Marblehead  
Lender: Lowell Cooperative Bank

File No.: 34 Auburndale Road  
Case No.:  
State: MA Zip: 01945



COMPARABLE SALE #1

7 Oak Street  
Marblehead, MA 01945  
Sale Date: s07/11;Unk  
Sale Price: \$ 540,000



COMPARABLE SALE #2

9 Columbia Road  
Marblehead, MA 01945  
Sale Date: s06/11;Unk  
Sale Price: \$ 550,000



COMPARABLE SALE #3

11 Pickwick Road  
Marblehead, MA 01945  
Sale Date: s06/11;Unk  
Sale Price: \$ 567,500

COMPARABLE PROPERTY PHOTO ADDENDUM

Borrower: Jonathan & Kate A Corbett  
Property Address: 34 Auburndale Road  
City: Marblehead  
Lender: Lowell Cooperative Bank

File No.: 34 Auburndale Road  
Case No.:  
State: MA Zip: 01945



COMPARABLE SALE #4

27 Homestead Road  
Marblehead, MA 01945  
Sale Date: s07/11;Unk  
Sale Price: \$ 580,000



COMPARABLE SALE #5

12 Conant Road  
Marblehead, MA 01945  
Sale Date: Active  
Sale Price: \$ 539,000



COMPARABLE SALE #6

37 Devereux Street  
Marblehead, MA 01945  
Sale Date: Active  
Sale Price: \$ 559,000

Borrower: Jonathan & Kate A Corbett  
Property Address: 34 Auburndale Road  
City: Marblehead  
Lender: Lowell Cooperative Bank

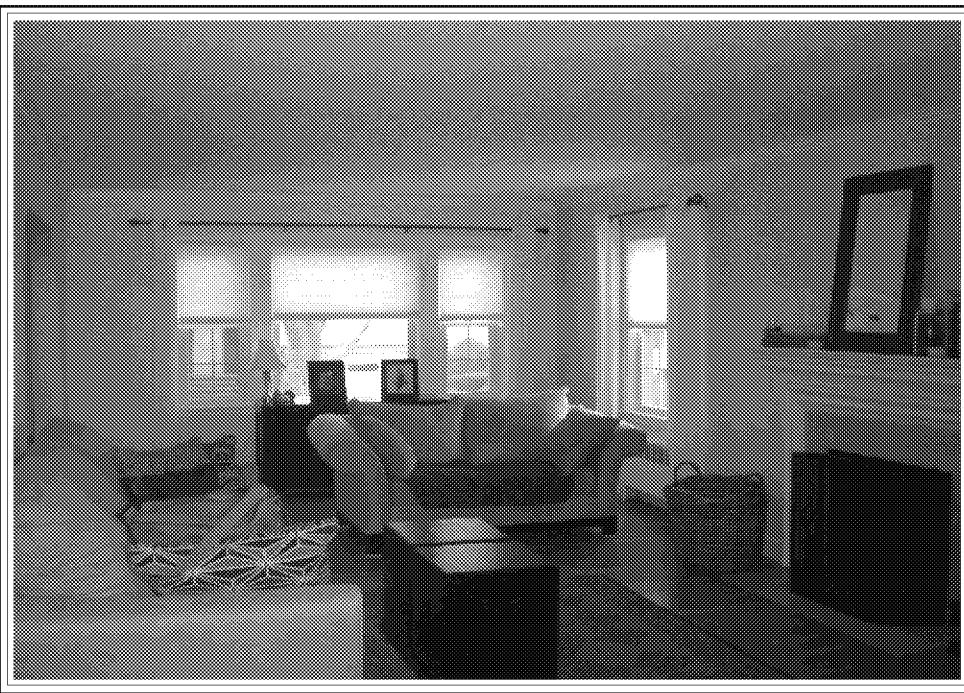
File No.: 34 Auburndale Road  
Case No.:  
State: MA Zip: 01945



Subject Kitchen



Diningroom



Livingroom

Borrower: Jonathan & Kate A Corbett  
Property Address: 34 Auburndale Road  
City: Marblehead  
Lender: Lowell Cooperative Bank

File No.: 34 Auburndale Road  
Case No.:  
State: MA Zip: 01945



Family Room



Half Bathroom



Full Bathroom

Borrower: Jonathan & Kate A Corbett  
Property Address: 34 Auburndale Road  
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File No.: 34 Auburndale Road  
Case No.:  
State: MA Zip: 01945



Bedroom



Bedroom



Bedroom

Borrower: Jonathan & Kate A Corbett  
Property Address: 34 Auburndale Road  
City: Marblehead  
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File No.: 34 Auburndale Road  
Case No.:  
State: MA Zip: 01945



Family Room



Full Bathroom in the Basement



Bedroom in the Basement.

# FLOORPLAN

Borrower: Jonathan & Kate A Corbett

File No.: 34 Auburndale Road

Property Address: 34 Auburndale Road

Case No.:

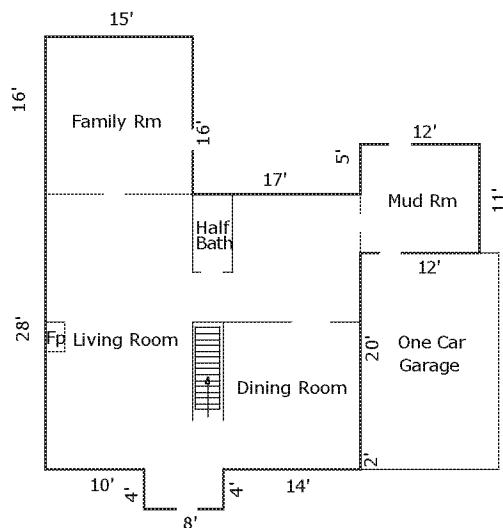
City: Marblehead

State: MA

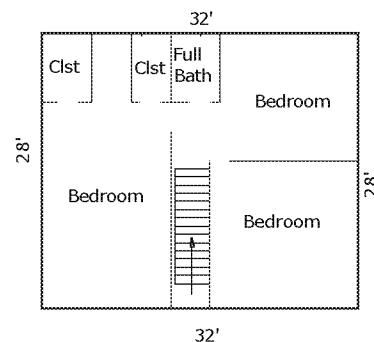
Lender: Lowell Cooperative Bank

Zip: 01945

## LEVEL ONE



## LEVEL TWO



NOT TO SCALE

Sketch by Apex Medina™

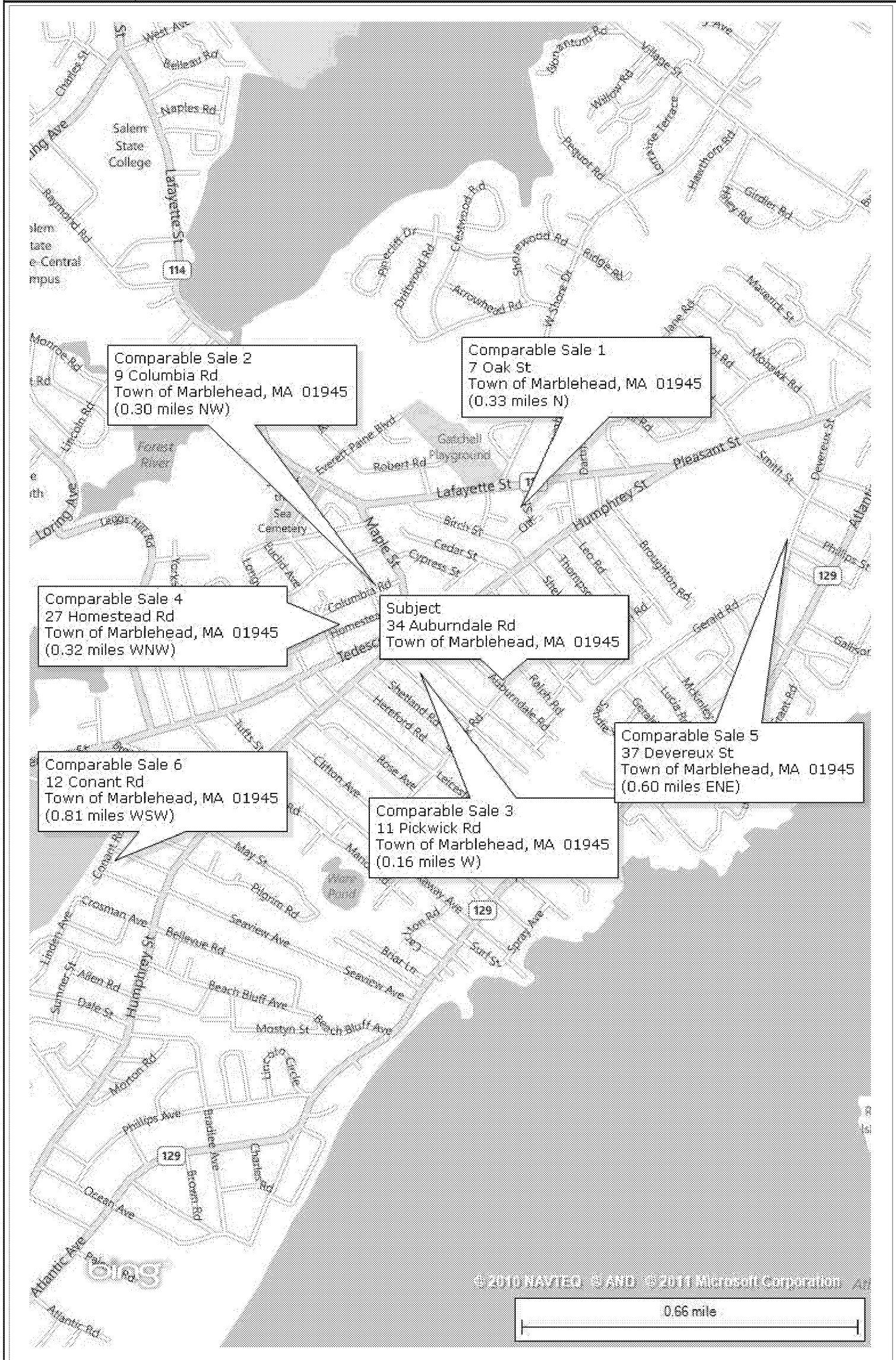
Comments:

AREA CALCULATIONS SUMMARY			
Code	Description	Net Size	Net Totals
GLA1	First Floor	1300.0	1300.0
GLA2	Second Floor	896.0	896.0
Net LIVABLE Area		(rounded)	2196

LIVING AREA BREAKDOWN		
	Breakdown	Subtotals
First Floor		
16.0	x 15.0	240.0
4.0	x 8.0	32.0
22.0	x 32.0	704.0
5.0	x 12.0	60.0
6.0	x 44.0	264.0
Second Floor	28.0 x 32.0	896.0
6 Items	(rounded)	2196

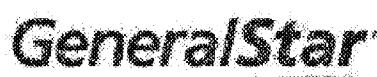
LOCATION MAP

Borrower: Jonathan & Kate A Corbett	File No.: 34 Auburndale Road
Property Address: 34 Auburndale Road	Case No.:
City: Marblehead	State: MA
Lender: Lowell Cooperative Bank	Zip: 01945



Borrower: Jonathan & Kate A Corbett  
Property Address: 34 Auburndale Road  
City: Marblehead  
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File No.: 34 Auburndale Road  
Case No.:  
State: MA Zip: 01945



GENERAL STAR NATIONAL INSURANCE COMPANY  
Financial Centre  
P.O. Box 10360  
Stamford, Connecticut 06904-2360

### REAL ESTATE APPRAISERS ERRORS & OMISSIONS INSURANCE POLICY

#### DECLARATIONS PAGE

This is a claims-made and reported policy. Please read this policy and all endorsements and attachments carefully.

Policy Number: NJA889869A

Renewal of Number: NJA889869

1. NAMED INSURED:  
STREET ADDRESS: George R Kurka  
7 Knollwood Road  
Dudley, MA 01571

2. POLICY PERIOD: Inception Date: 03/17/2011 Expiration Date: 03/17/2012

Effective 12:01 a.m. Standard Time at the address of the Named Insured.

3. LIMIT OF LIABILITY:  
Each Claim: \$ 500,000  
Aggregate: \$1,000,000  
Claim Expenses have a separate Limit of Liability:  
Each Claim: \$ 500,000  
Aggregate: \$1,000,000

4. DEDUCTIBLE: Each Claim: \$ 500.00 Aggregate: \$1,000.00

5. RETROACTIVE DATE: 03/17/2010

If a date is indicated, this policy will not provide coverage for any Claim arising out of any act, error, omission or personal injury which occurred before such date.

6. ANNUAL PREMIUM: \$ 637.00

7. ENDORSEMENTS:

This policy is made and accepted subject to the printed policy form together with the following form(s) or endorsement(s).

GSN-07-AP-122(07/2007)  
GSN-07-AP-375 (10/2007) GSN-07-AP-201 (06/2007)

8. MANAGING AGENT

Herbert H. Landy Insurance Agency, Inc.  
75 Second Avenue, Suite 410

Needham, Massachusetts 02494-2876

*Ricky, a represen*

Authorized Representative

GSN-07-AP-720 (08/2007)  
Producer Code: 00026230  
Date: 03/14/2011

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Page 1 of 1

Class Code: 73128  
SLA#:

Borrower: Jonathan & Kate A Corbett  
Property Address: 34 Auburndale Road  
City: Marblehead  
Lender: Lowell Cooperative Bank

File No.: 34 Auburndale Road  
Case No.:  
State: MA Zip: 01945

